

Message Text

UNCLASSIFIED

PAGE 01 OSLO 01426 091541Z

65

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 055372

R 091333Z APR 75
FM AMEMBASSY OSLO
TO USDOC WASHDC
INFO SECSTATE WASHDC 9557
AMEMBASSY COPENHAGEN

UNCLAS OSLO 1426

FOR OIM/OED/WOLFSON

E.O. 11652: N/A

TAGS: BEXP BTRA NO

SUBJECT: FOREIGN BUYER PROGRAM: NORWEGIAN GROUP TO OTC

1. GROUP CONSISTS OF 20, INCLUDING TWO DANES. WILL REGISTER AND PAY ON ARRIVAL. NAMES, AFFILIATIONS, INTERESTS, ETC. OF PARTICIPANTS FOLLOWS IN SEPTTEL. SUGGEST WHEN RECEIVED INFO BE PASSED TO DUCATE.

2. SEMINAR REQUESTED FOR MORNING WEDNESDAY MAY 14. GROUP'S INTERESTS COVER VIRTUALLY ALL ASPECTS OF OFF-SHORE EQUIPMENT. HOWEVER, MOST PARTICIPANTS ARE INTERESTED IN THE COMMERCIAL RATHER TECHNICAL ASPECTS. LAST YEAR'S SHORTAGE OF MANY COMPONENTS, SUCH AS TUBULAR STEEL, DRAW WORKS, ETC. CAUSED CONSIDERABLE CONCERN HERE; HENCE CURRENT STATUS OF SUPPLY SITUATION AND FORECASTS WOULD BE OF GREAT INTEREST, AS WOULD REVIEW OF EXIMBANK POLICY ON FINANCING OF ENERGY-RELATED EQUIPMENT. SINCE NOT ALL PARTICIPANTS HAVE DONE BUSINESS WITH US FIRMS, GENERAL DISCUSSION OF WHAT US EXPORTER OR LICENSOR EXPECTS OF OVERSEAS REPRESENTATIVE OR LICENSEE, E.G. PAYMENT TERMS, MARKETING POLICY, SUPPORT FROM US PRINCIPAL, ETC., WOULD BE USEFUL. RELEVANT OIM PROGRAMS SUCH AS TOP AND FBG SHOULD BE DESCRIBED.

3. WHILE BULK OF FSL CAMPBELL'S EXPENSES WILL BE COVERED,
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WOULD APPRECIATE RECONSIDERATION OF PARTIAL PER DIEM, AT LEAST

FOR THE 4 DAYS HE IS CONSULTING AT DISTRICT OFFICES AND
DOC.
BYRNE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
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Draft Date: 09 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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